Fig. 1
Stages in Software Sales Cycle

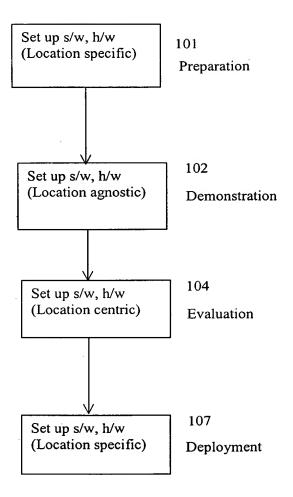


Fig.2
Sales Preparation using DCE

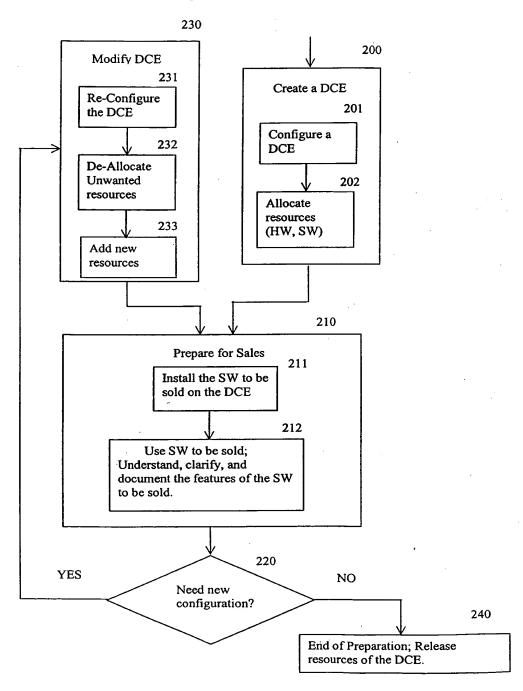


Fig. 3

System enabling the use of DCEs for Software Sales Demonstration(s) and Sales Evaluation(s).

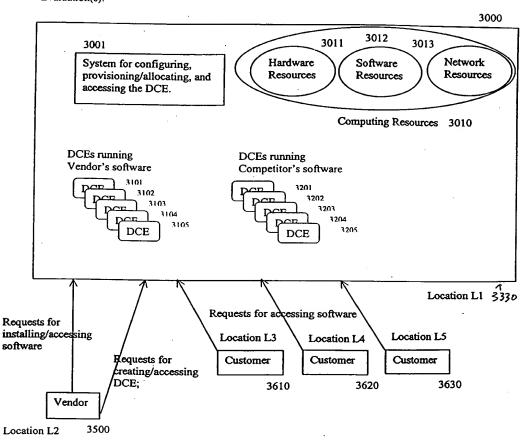
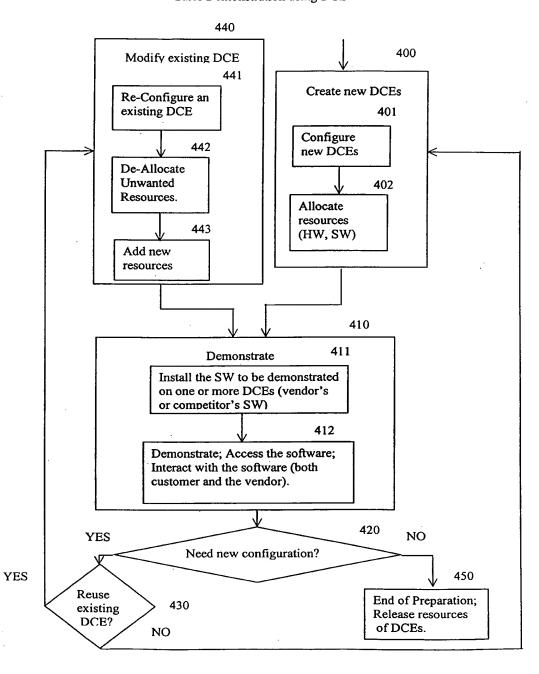


Fig.4 Sales Demonstration using DCE



540 500 Vendor: Modify existing DCE Vendor: Create new DCEs Re-Configure an existing DCE 541 501 Configure new DCEs De-Allocate 542 Unwanted 502 Resources. Allocate resources (HW, SW) Add new 543 resources 530 510 Need a different Vendor: Install and/or Configure the SW to be evaluated on DCE. Env.? 514 512 526 Serious failures Vendor: **Customer:** Track Usage; Evaluate Software -Monitor Failures; Access/Interact/Test. Change in mode of usage 524 520 NO Happy Customer? Change in user 522 requirements YES End of Evaluation; Save configuration; 550 Release DCE resources; Proceed to Sales/Deployment

Fig.5
Customer Evaluation during Sales Cycle using DCE